

Resume

SALES & MARKETING

Personal details

Name Mohamed Yassine Kessouar
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Address zone 32 Street 980 building n 22, 32 doha
Gender Male



Education

Jun 2023 Online Advertising & Social Media University System of Maryland
Jun 2009 Bachelors degree in commercial and financial sciences specialty Marketing University of Batna Algeria
Jun 2004 baccalaureate in Managment and Economics Mostefa benboulaid secondary school Batna Algeria

Employment

Aug 2022 - Present Showroom sales supervisor
Sports Corner The blue group, Doha Qatar

- Lead the Sales Team: Manage, train, and motivate a team of sales staff to meet or exceed sales targets.
- Handle High-Value Clients: Build and maintain relationships with key customers, handling their queries and ensuring satisfaction.
- Sales Reporting: Monitor and analyze sales performance, providing daily, weekly, and monthly reports to senior management.
- Stock Control: Manage inventory levels, ensure products are well-stocked, and liaise with suppliers for new orders.
- Cash Flow Management: Oversee cash management, sales reconciliations, and ensure proper invoicing and payment processes are followed.

Jan 2019 - Dec 2020 Sales & marketing supervisor
Kia motors, Algeria

- Track Vehicle Inventory: Manage stock levels to ensure the availability of top-selling models and plan sales strategies to move less popular vehicles.
- Vehicle Display Management: Ensure that the showroom's layout is strategically designed, with high-demand models in prime positions to attract customer interest. -
- Coordinate Vehicle Deliveries: Work with the logistics team to ensure timely deliveries of vehicles from the manufacturer to the showroom and manage

preparation for delivery to the customer.

Jan 2017 - Jan 2019

Proproty manager

Ltd ALCIMMO PROPROTY PROMOTION, Algeria

- Property maintenance and budget management
- Security and safety and legal compliance
- Vendor management and financial reporting
- Rules and regulations and environmental sustainability

Jan 2014 - Jan 2017

Sales associate

KIABI Clothing & Shoe Stores companies, Batna Algeria

- Assisting customers providing advice, customers problem solving
- Monitoring inventory level and Update Promotions regularly
- update signage or promotional displays to highlight sales or new arrivals

Jan 2012 - Jan 2014

Administrator

Central library of university of Banta

Skills

Communication

Leadership

motivate a team

problem solving

results-oriented

Teamwork

Languages

Arabic

Fluent

English

Very good

French

Very good

German

Moderate